



Perspective announces its first acquisition of 2022 and new director hire

Perspective Financial Group Ltd (Perspective), the rapidly growing national financial planning firm, today announces it has completed the acquisition of Beanland Financial Services Ltd (Beanland) in Alcester, Warwickshire. It also welcomes Gary Cairns who joins as Regional Operations Director from Chase de Vere.

The Beanland deal adds 560 households as clients and around £160 million AUM to the Group, meaning the group achieves the £4 billion AUM milestone. This also opens up an additional location for Perspective giving the group 19 offices across the UK.

John Garvey and Colin Pritchard, Directors of Beanland Financial Services Ltd said: “Over the past few years our attention has naturally been drawn towards succession planning, the future of our business and the continuation of our advice and ongoing services. In addition, as with all firms like ours, we have seen a gradual increase in the burden and costs of regulation.

“We decided the best solution for our clients and our staff was to seek a merger with a larger partner and, after an exhaustive search, we are delighted to become part of Perspective. They clearly share our ethos, ethics and client focused approach. We are very confident this move will provide long term security to the provision of financial advice to our clients and career security for our staff.

“We have been delighted by the way Perspective have engaged with us on this process. Their team have all been highly professional, responsive and place great emphasis on the client always coming first. They share our belief in the importance of retaining our local, long-established office, adding the support and strength of a national group.

“We are both delighted to remain as financial planners and to continue leading the office. As such, clients will notice relatively few changes other than our new name and branding. We are delighted that the rest of our team will also be joining Perspective.”

In a further step, **Gary Cairns has been appointed to a new role of Regional Operations Director.** Gary joins from Chase de Vere where he was Senior Manager in Yorkshire, leading the personal wealth division. Previously, Gary worked with HSBC and Bank of Scotland.

Gary said: “I am delighted to be joining Perspective at this exciting stage of the growth in the wider group. It was very clear in my discussions with Perspective that they lived the client first approach, with the whole team focused on achieving this. I look forward to working with the office principals and wider leadership team on our growth plans for 2022 and beyond”.

Perspective also recently announced its support for six community projects near some of its local offices: [Perspective helps six local projects during Covid - Perspective Group \(pfgl.co.uk\)](https://www.pfgl.co.uk/news/perspective-helps-six-local-projects-during-covid)

Ian Wilkinson, Chief Executive Officer of Perspective said: “This acquisition is yet further evidence of our position of being the ‘acquirer of choice’ for many high quality IFAs across the UK to add new locations to our growing network. Beanland fits our profile well with many of their client relationships averaging 25 years’ duration and spanning multiple generations.

“For us, it’s essential the firms we acquire share our client-centric approach as this is absolutely fundamental to our success. Our flexible deal structure means those wishing to sell can ensure the deal satisfies all their criteria – so it’s a positive move at the right time for their clients and their staff, as well as for them personally, professionally and financially.

I’m delighted to welcome John, Colin and their team from Beanland, and also welcome Gary as he joins us in this newly created senior role in the group.”

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